

7261

REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending **DEC 31 1973**
(Insert date)

Name of Registrant

Registration No.

BAHAMAS TOURIST OFFICE

2310

Business Address of Registrant

200 S. E. First Street, Miami, Florida 33131

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

Name changed from Bahama Islands Tourist Office to
Bahamas Tourist Office

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
------	----------------------	-------------	----------	-----------------

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?
Yes ☒ No ☐

If yes, furnish the following information:

Name	Position or connection	Date terminated
James G. Bernet	Sales Management	9/7/73

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?
Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
Gregory F. Tighe	439 Manor, Grosse Pointe Farms, Michigan 48236	Regional Manager	8/6/73
Marianna Ricciardi	600 N. 13 Avenue, Hollywood, Fla. 33020	Sales Representative	7/9/73
Deborah D. Kershaw	6601 Shady Brook Lane, Dallas, Texas 75206	Sales Representative	8/1/73
Leroy A. Huyler	1075 Grand Concourse, Bronx, New York 10452	Sales Representative	8/6/73

II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Bahamas Ministry of Tourism

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

All offices devoted purely to promoting tourism on behalf of the Bahamas Ministry of Tourism to the Bahama Islands, and encouraging endeavors, i.e. transportation, services, recreation facilities, etc., to expand the growth of such tourism. Basic functions include keeping the general public aware of the Bahama Islands as a vacation and resort area through various offices located throughout the United States, each of which is responsible for promoting tourism to the Bahamas from its specific region. Such tourism promotion efforts are coordinated through the general office located in Miami, Florida.

¹ The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

Date	From Whom	Purpose Reimbursement for expenditures made by all offices for period	Amount
7/23/73	Bahamas Ministry of Tourism	5/1 - 5/15/73	\$32,867.55
7/23/73	" "	5/16 - 5/31/73	76,404.74
8/2/73	" "	6/1 - 6/15/73	64,269.58
8/2/73	" "	6/16 - 6/30/73	133,114.55
8/24/73	" "	7/1 - 7/15/73	31,070.87
8/31/73	" "	7/16 - 7/31/73	68,221.41
9/17/73	" "	8/1 - 8/15/73	18,988.55
10/1/73	" "	8/16 - 8/31/73	70,862.49
10/29/73	" "	9/1 - 9/15/73	13,577.30
11/6/73	" "	9/16 - 9/30/73	72,789.21
11/26/73	" "	10/1 - 10/15/73	16,532.05
12/13/73	" "	10/16 - 10/31/73	28,958.84
12/28/73	" "	11/1 - 11/15/73	11,790.66

Total 639,447.80

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal	Date Received	Description of thing of value	Purpose
------------------------------	------------------	----------------------------------	---------

³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See attached Schedule showing expenditures made by Registrant during reporting period.

NOTE: Attached schedule also includes expenditures made by the Toronto, Canada office, which should not be included in the total figure.

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
--------------------------	-----------------------------------------	----------------------------------------------------	----------------------------------------------	----------------

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
-------------	-------------------------------------	-----------------------------------------------	------------------------------

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

N/A

⁵ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?

Yes ☐ No ☐

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

N/A

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____ N/A

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____ N/A

21. What language was used in this political propaganda: _____ N/A

☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?

Yes ☐ No ☐ N/A

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ N/A

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?

Yes ☐ No ☐ N/A

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐

Exhibit B⁷ Yes ☐ No ☐

N/A

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes ☐ No ☐

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

N/A

Yes ☐ No ☐

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☒ No ☐

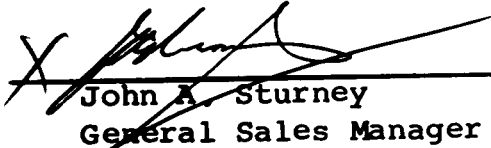
If no, list names of persons who have not filed the required statement.

Short form Registration Statement for persons named in Item 7 being submitted with this Supplemental Statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)


John A. Sturney
General Sales Manager

Subscribed and sworn to before me at Miami, Florida

this 25th day of January, 19 74.


(Signature of notary or other officer)

NOTARY PUBLIC, STATE OF FLORIDA at LARGE
MY COMMISSION EXPIRES DEC. 7, 1978
GENERAL INSURANCE UNDERWRITERS

My commission expires _____, 19 _____

⁸ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.)

RECEIVED
DEPARTMENT OF JUSTICE
UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D. C. 20530 FEB 1 5 06 AM '74
REGISTRATION UNIT
INTERNAL SECURITY
NOTICE
CRIMINAL DIVISION
REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

Please answer the following questions and return this sheet with your supplemental statement:

1. Do you respond affirmatively to Section V (Political Propaganda) and file and label such material in accordance with Section 4 of the Foreign Agents Registration Act?


Yes _____ No x _____

(If your answer to Question 1 is "Yes" omit response to Question 2 of this Notice and only sign, date and give your title.)

2. Do you disseminate any material for or in the interests of your foreign principal(s) or any material in connection with your registration under the above Act?

Yes _____ No x _____

(If answer to Question 2 is "Yes" please forward for our review copies of all such material including films or film catalogs which you have disseminated during the past six months.)

X 
Signature of official
John A. Sturney
General Sales Manager
Title

January 27, 1974
Date

THIS FORM IS TO BE AN OFFICIAL ATTACHMENT TO YOUR CURRENT
SUPPLEMENTAL STATEMENT - PLEASE EXECUTE IN DUPLICATE.

RECEIVED
DEPARTMENT OF JUSTICE

SHORT-FORM REGISTRATION INFORMATION SHEET

JAN 10 1974

Bahama Islands Tourist Office
Registration No. 2310

Section A

REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

The Department records list active short-form registration statements for the following persons of your organization on the date indicated with each name. Please show below whether each person is still functioning in the same capacity as indicated. If not, show date of termination.

(Use separate sheet if necessary to explain "yes" answers.)		ACTIVE?		IF YES - ANY MAJOR CHANGES?		IF NO - DATE ENDED
		Yes?	No?	Yes?	No?	
Van James Isaacs	Filed 8/3/72 Sales Rep.	X				
Philip Mortimer	Filed 8/3/72 Sales Rep.	X				
Hendrik G. Van Helden	Filed 9/4/73 Regional Rep.	X				
Bruce J. Dyke	Filed 2/7/73 Sales Rep.	X				
Bernadette Pini	Filed 2/7/73 Rep.	X				
William E. Garrett	Filed 2/7/73 Rep.	X				
Joseph E. Delaney	Filed 8/3/72 Sales Rep.		X			6/30/72
Robert E. Brady	Filed 8/8/73 Sr. Rep.	X				
Randolph G. Clare, Jr.	Filed 8/8/73 Sales Rep.	X		X now	Eastern Mgr. for Convention & Sales meetings	
Harold E. Gibbs	Filed 8/14/73 Regional Mgr.	X				
Frank B. Ramey	Filed 8/14/73 Regional Mgr.	X				
Dorothy C. Howle	Filed 8/14/73 Sales Rep.	X				
James G. Bernet	Filed 8/14/73 Sales Management		X			9/ 7/73
Miguel T. Almunia	Filed 8/14/73 Sales Rep.	X				
Adel Fahmy	Filed 8/14/73 Regional Mgr.	X				
Richard B. McDaniel	Filed 8/14/73 Asst. Gen. Mgr.	X				
Stuart E. Hall	Filed 8/14/73 Regional Mgr.	X				
Jack A. Norris	Filed 8/14/73 Regional Mgr.	X				
Russell E. Raether	Filed 8/14/73 Sales Rep.	X				
Richard R. Foreman	Filed 8/14/73 Regional Mgr.	X				
Betty J. Coen	Filed 8/14/73 Sales Rep.	X		X now	Administrative Assistant	

Signature X John A. Sturney
Title General Sales Manager

Date January 25, 1974

THIS FORM IS TO BE AN OFFICIAL ATTACHMENT TO YOUR CURRENT
SUPPLEMENTAL STATEMENT - PLEASE EXECUTE IN DUPLICATE

SHORT-FORM REGISTRATION INFORMATION SHEET

Bahama Islands Tourist Office
Registration No. 2310
Continued

Section A

The Department records list active short-form registration statements for the following persons of your organization on the date indicated with each name. Please show below whether each person is still functioning in the same capacity as indicated. If not, show date of termination.

(Use separate sheet if
necessary to explain
"yes" answers.)

		ACTIVE?		IF YES - ANY MAJOR CHANGES?		IF NO - DATE ENDED
		Yes?	No?	Yes?	No?	
Gordon P. Ruppert	Filed 8/14/73 Regional Mgr.	X				
James J. Catalyn	Filed 8/14/73 Sales Rep.	X				
Diane Torrey	Filed 8/14/73 Manager	X				
John N. Waugaman, III	Filed 8/14/73 Regional Mgr.	X				

Section B

Our records reveal that it will be necessary for the following persons to file short-form registration statements, either for up-date purposes or for the initial filing of such a statement. (Forms enclosed)

Signature

John A. Sutrney
John A. Sutrney

Title

General Sales Manager

Date

January 21 1974

1

In addition to those persons listed in Sections A & B, list below all current employees who have not filed short-form registration statements. (Do not list clerks, secretaries, typists. etc.)

[illegible]

Signature:

~~John A. Sturney~~

Title:

General Sales Manager

Date: January 2, 1974

Schedule - 15 (a)

BAHAMA ISLANDS TOURIST OFFICES
EXPENDITURE RECAP
FOR THE PERIOD

July 1, 1973 TO December 31, 1973

GENERAL

EXPENSE CATEGORY	SALES	BOSTON	CHICAGO	DALLAS	DETROIT	LOS ANGELES	MIAMI	NEW YORK	WASHINGTON	TORONT
1000 PERSONNEL										
1001 Salaries	72,291.01	14,349.92	29,761.09	17,403.76	21,354.51	21,342.64	40,677.91	43,507.15	10,933.26	30,169.
1002 Social Security	1,305.86	313.92	592.18	382.94	805.53	61.74	1,053.67	636.47	359.67	211.
1003 Security Benefit-Health	---	---	---	---	---	---	---	---	---	---
1004 Security Benefit-Pension	972.81	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.
1005 Workmen's Comp. & Fidelity Bond	110.00	65.00	65.00	80.50	106.00	346.00	51.00	130.00	73.00	120.
1006 Part Time & Temporary Help	---	519.36	1,181.20	1,005.75	699.17	---	905.65	1,420.50	648.75	6,114.
1007 Employees Transfers - Relocation	1,135.91	---	1,144.63	---	---	---	---	44.50	---	---
1008 Incentive Awards	---	---	---	---	---	---	---	---	---	---
1009 Uniforms	546.40	---	---	80.00	119.50	---	240.00	50.00	25.00	---
1010 Other	822.60	---	---	---	---	---	---	---	---	---
T O T A L	77,184.59	16,248.20	33,744.10	19,952.95	24,084.71	22,750.38	43,928.23	46,788.62	13,039.68	37,615.
2000 RENTALS										
2001 Office Space	17,712.34	3,030.00	7,535.06	2,772.00	4,272.78	3,450.00	7,200.00	17,922.39	3,831.26	9,353.
2002 Escalation	---	---	---	---	---	---	---	2,903.03	---	149.
2003 Other Office Space/Whse.	---	---	---	264.50	---	---	---	980.00	---	506.
2004 Office Equipment	2,466.12	322.67	420.26	323.89	405.69	291.71	804.83	871.44	454.82	734.
2005 Other	---	---	---	---	(289.72)	---	---	---	---	---
T O T A L	20,178.46	3,352.67	7,955.32	3,360.39	4,388.75	3,741.71	8,004.83	22,676.86	4,286.08	10,743.
3000 MAINTENANCE										
3001 Office Decorating	---	---	---	42.12	---	---	41.60	2,261.64	---	222.
3002 Building Maintenance	---	20.00	9.20	---	30.30	---	---	814.70	---	---
3003 Film Equipment	53.13	13.96	114.92	---	---	---	34.23	527.72	---	333.
3004 Other	23.50	170.15	98.96	35.68	24.00	492.00	---	54.85	5.00	---
T O T A L	76.63	204.11	223.08	77.80	54.30	492.00	75.83	3,658.91	5.00	555.
4000 UTILITIES										
4001 Light/Heat/Water/Gas/Elec.	---	---	---	29.47	---	---	---	1,254.40	---	277.
T O T A L	---	---	---	29.47	---	---	---	1,254.49	---	277.
5000 SUPPLIES										
5001 Office Furniture & Equip.	203.20	51.50	---	539.00	2.86	60.00	132.72	365.57	---	841.
5002 Promotional Equipment	257.46	---	---	75.30	86.82	243.60	168.94	84.86	---	---
5003 Displays and Exhibits	---	---	---	---	190.00	330.36	---	632.18	---	---
T O T A L	460.66	51.50	---	614.30	279.68	633.96	301.66	1,082.61	---	841.

BAHAMAS ISLANDS TOURIST OFFICES
EXPENDITURE RECAP
FOR THE PERIOD

July 1, 1973 TO December 31, 1973

EXPENSE CATEGORY	GENERAL									
	SALES	BOSTON	CHICAGO	DALLAS	DETROIT	LOS ANGELES	MIAMI	NEW YORK	WASHINGTON	TORONTO
6000 OTHER SUPPLIES										
6001 Stationery	421.50	---	48.00	39.50	189.96	218.81	748.75	581.78	54.54	226
6002 Postage	6,101.53	805.06	1,788.65	1,003.68	863.73	800.00	1,612.04	2,404.85	945.82	2,145
6003 Misc. Office Supplies	1,357.66	259.80	473.58	403.31	397.84	145.39	1,709.65	123.54	240.61	968
6004 Other	3,021.42	27.27	---	---	24.50	125.56	5.30	104.67	78.12	102
T O T A L	10,902.11	1,092.13	2,310.23	1,446.49	1,476.03	1,289.76	4,075.74	3,214.84	1,319.09	3,442
7000 PROFESSIONAL SERVICES										
7001 Legal/Audit/Bank Serv. Chge.	307.50	---	125.00	---	---	175.00	---	1,256.00	---	260
7002 Displays and Exhibits	189.00	240.00	745.60	114.00	410.00	594.84	---	4,534.00	48.36	250
7003 Spec. Mailings-Outside Serv.	3,655.46	---	---	---	---	---	---	---	---	---
7004 Other	---	---	---	---	126.67	9.75	---	---	---	---
T O T A L	4,151.96	240.00	870.60	237.20	536.67	779.59	---	5,790.00	50.36	751
8000 OTHER SERVICES										
8001 Office Equip. Repairs	293.98	---	---	6.00	---	---	---	---	---	65
8002 Photography, Reproducing, Prtg.	2,026.06	77.00	76.75	304.86	75.02	198.29	403.74	105.00	234.00	421
8003 Janitorial and Messenger	---	---	49.60	33.35	---	---	---	299.78	---	17
8004 Gratuities	45.00	30.00	25.00	60.00	---	40.00	---	---	14.00	26
T O T A L	2,365.04	107.00	151.35	404.21	75.02	238.29	403.74	404.78	248.00	529
9000 COMMUNICATIONS										
9001 Telephone Chges./Inst.	12,504.41	1,915.69	2,478.81	2,292.89	2,577.26	1,675.98	3,120.94	5,447.69	2,427.71	5,837
9002 Telephone Ans. Serv.	---	---	---	129.00	---	115.25	---	---	54.00	129
9003 Telegrams/Cables	27.50	---	---	---	---	---	---	---	---	---
T O T A L	12,531.91	1,915.69	2,478.81	2,421.89	2,577.26	1,791.23	3,120.94	5,447.69	2,481.71	5,997
10000 MEMBERSHIPS, ETC.										
10001 Memberships, Subscriptions, Dues	973.18	11.50	33.00	307.50	233.50	87.00	265.70	107.50	306.50	490
T O T A L	973.18	11.50	33.00	307.50	233.50	87.00	265.70	107.50	306.50	490
11000 INSURANCE										
11001 Insurance, Liability, Contents	5.00	---	(492.00)	---	---	---	---	---	---	---
T O T A L	5.00	---	(492.00)	---	---	---	---	---	---	---

EXPENDITURE RECAP
FOR THE PERIOD

July 1, 1973 to December 31, 1973

GENERAL		BOSTON	CHICAGO	DALLAS	DETROIT	LOS ANGELES	MIAMI	NEW YORK	WASHINGTON	TORONTO
SALES										
<u>EXPENSE CATEGORY</u>										
12000	TRAVEL-ENTERTAINMENT EXP.									
12001	Transportation - plane	4,436.38	165.71	1,362.18	832.04	486.45	1,262.88	409.36	204.46	232.54
12002	Transportation - personal car	368.52	832.93	826.16	747.57	1,897.55	1,221.58	2,207.47	2,368.20	839.90
12003	Transportation - rental car	87.86	---	19.07	185.10	217.73	118.02	99.39	---	---
12004	Transportation - other	397.75	257.50	583.75	21.20	93.55	132.20	25.00	366.80	59.10
12005	Travel - Entertainment. Exp.	4,146.47	1,653.34	2,534.19	908.08	2,032.64	1,723.91	6,239.22	1,736.64	1,235.35
12006	Other	32.30	223.05	17.63	---	123.74	171.63	16.00	13.60	7.21
<u>T O T A L</u>		9,469.28	3,132.53	5,342.98	2,693.99	4,851.66	4,630.22	8,996.44	4,689.70	2,374.10
13000	STAFF EDUCATION - INCENTIVE									
13001	Sales Meetings/Training Programs	3,464.61	1,162.95	1,273.90	595.20	579.19	4,167.40	1,023.66	1,524.32	283.30
13002	Familiarization-Vacation/Orientation	703.50	399.20	---	382.27	254.85	514.01	621.28	1,144.78	---
13003	Other	2,143.22	---	52.00	---	51.44	---	---	118.40	4.00
<u>T O T A L</u>		6,311.33	1,562.15	1,325.90	977.47	885.48	4,681.41	1,644.94	2,787.50	287.30
14000	SALES PROMOTIONS									
14001	Sales Promotion	11,927.33	1,124.81	9,735.00	1,787.76	633.51	1,197.83	577.60	419.85	470.67
14002	Spec. Sales Aids, Give-a-ways	(778.95)	100.00	146.20	40.00	70.00	40.00	196.00	160.00	269.24
<u>T O T A L</u>		11,148.38	1,224.81	9,881.20	1,827.76	703.51	1,237.83	773.60	579.85	739.91
15000	DISTRIBUTION SALES AIDS									
15001	Goodwill Warehouse-All Costs	11,584.15	---	---	---	---	---	102.27	---	---
15002	Other (other than Goodwill)	8,395.98	90.05	48.47	---	857.80	79.85	236.84	89.16	90.54
<u>T O T A L</u>		19,980.13	90.05	48.47	---	857.80	79.85	339.11	89.16	90.54

GRAND TOTAL